

To view this email as a web page, go [here](#).



the **Conduit**

Minority and Women's Business Enterprises Division

Deputy Commissioner's Corner



Alice Watson, Deputy Commissioner
Department of Administration, Minority & Women's Business
Enterprises

Welcome to the newly revised version of *The Conduit*. I hope you enjoyed our October edition. The goal of *The Conduit* is to provide you with a monthly tool that will be not only informative but also a useful vehicle to help you become successful in doing business directly or indirectly with the State. We welcome any feedback or information that will help enhance your experience with the newsletter. Please contact Terrie Daniel with questions and/or ideas at (317) 233-6607 or by email at tdaniel@idoa.in.gov.

One of the most consistent themes that I have heard in my brief tenure with the MWBE Division is that we all need to do a better job of ensuring that commitments between prime vendors and minority- and women-owned businesses are upheld. This commitment, negotiated by the prime vendor in negotiation with certified firms, is one of the most important-and essential-pieces of the vendor/sub relationship, and facilitating these commitments is one of my top priorities. To that end, I encourage you to participate in our new 2009 workshop series, which is designed around the theme of maximizing opportunities and minimizing liabilities.

(We kicked off the series a little early, on Nov. 12,

November 2008

Edition

In this Issue:

INDOT Opportunities Still Available
Terrie's Tips for Success
Calendar of Trainings, Workshops,
and Events
ACE: Required to Maintain Your
Certification

Staying Connected:

Are you looking for other agencies that
may be able to help your business?
Check out these community resources:

<http://www.in.gov/idoa/3505.htm>

to get a head start on the new year. An electronic version of the workshop will soon be available for your viewing at <http://www.in.gov/idoa/3359.htm>. Thanks to the City of Indianapolis Minority Business Development Division for their partnership on that event.)

You'll learn more about the series in forthcoming editions of *The Conduit*, and in news flashes and email blasts from the MWBE office.

Have a Successful Indiana Business Journey.

Alice Watson

Alice Watson, Deputy Commissioner, can be reached by calling 317.234.2718 or emailing alwatson@idoa.in.gov.

INDOT Contracting Opportunities Still Available MWBE Opportunities of up to \$20 Million

Accelerate 465 is an Indiana Department of Transportation (INDOT) highway reconstruction project for the reconstruction of an eleven mile corridor of Interstate 465 from south of the I-70/I-465 interchange to just south of the 56th Street interchange. This project will expand capacity, improve motorist safety, and upgrade geometrics (road design) to current standards.

The Accelerate I-465 Westside Project letting information is now available at the INDOT letting information webpage (<http://www.in.gov/dot/div/contracts/letting/index.html>). The contract numbers particular to this project are:

IR-29767-A (US40 Interchange and southern mainline) also referred to as A
IR-29411-A (middle section mainline), also referred to as B
IR-30411-A (10th St. Interchange and northern mainline) also referred to as C

The combined single contract number is IR-31230-A

All respective information regarding Pre-Qualification may be found at the following link:
<http://www.in.gov/indot/7179.htm>.
We have also included a link to Bid Express:
<http://www.in.bidx.com/main/index.html>

To view additional sub-contracting opportunities for this and other projects, click [here](#).

Would you like your business featured in The Conduit?

Starting January 2009, we will begin featuring a "Business Spotlight" section in *The Conduit*. If your business is a State of Indiana Certified MWBE and you would like us to consider featuring your business, please send the information to mwbe@idoa.in.gov. When making your submission please use the following format in the subject line of your email: *Business Spotlight Submission - ABC123 Company*. The following are the submission requirements:

- Submission must include a jpg headshot or photo of the Certified MWBE at work.
- All submissions must include the following info/answer the following questions:
 - About the Owner or President (a few sentences)
 - What does your business do?
 - What have been some challenges you have faced as a business owner?
 - What benefits have you gained from being a State of Indiana Certified MWBE?
 - What separates your company from the competition?
- Word of advice to other MWBEs

Please Note: Incomplete submissions will be automatically rejected.

Disclaimer: The Minority and Women's Business Enterprises Division reserves the right to edit any content submitted for publication in The Conduit. The selection of the monthly business to be highlight is the sole discretion of the Editor of The Conduit. The business that will be featured will be notified by email the day prior to the publication being released.

Terrie's Tips for Success



Terrie Daniel, Outreach Manager
Department of Administration, Minority and Women's Business Enterprises

In my observation, with the state of our economy, it is getting more and more difficult for small businesses to sustain financially. Often times, being a small business owner means making very difficult financial and business decisions that literally mean success or failure from month to month. Whether determining how you will meet your payroll or how you will purchase the supplies needed to produce the goods or services you provide, these times are unlike any we have ever seen before and most small business owners are looking for every opportunity to increase their customer base to ultimately increase their bottom line. Now is the time to be very aggressive in taking steps to move your business to the next level.

Following are a few tips for success that I would like to offer for your consideration:

- 1) Take advantage of the resources available on the Minority & Women's Business Enterprises Division website located at <http://www.in.gov/idoa/2867.htm>.

Look at the information that is being offered. It is there to help you! You can find contracting opportunities around the state that you may qualify for and we also list upcoming training opportunities that you should be taking advantage of. As a certified minority or woman owned business, many of these training opportunities are free of charge and provide you very valid information that you can use in your business.

2) Check out the listing of certified minority and woman-owned businesses in our repository. Look at the businesses that may be offering the same services that your business provides and think about partnering with those businesses to compete for contracting opportunities.

3) Network, Network, Network! Even though this year is quickly coming to an end, this is a great time to look for new opportunities for next year. There are many upcoming opportunities for you to network and get your business noticed. Find out what is going on in your community and attend those events. As a small business owner, you are more passionate about your business than anyone else. So get out there and tell people what you're doing, what services you offer and how you can provide assistance to their business.

Final Thought : Just because the economy is currently in a strained position doesn't mean your business cannot thrive. Your business' success is all up to you! Stay focused, stay consistent and most of all stay positive. Remember, your attitude determines your altitude!

Terrie Daniel can be reached by calling (317) 233-6607 or by email at tdaniel@idoa.in.gov.

Upcoming Training and Workshop Events

Workshop Series Presented by City of Indianapolis & Business Ownership Initiative of Indiana

The City of Indianapolis and the Central Indiana Women's Business Center, a program of Business Ownership Initiative of Indiana, are joining forces with the Indianapolis Marion County Public Library and the U.S. Small Business Administration to present a series of workshops designed to enhance the business skills of certified vendors who do business with the city.

"The purpose of the training program is to help minority and women businesses start right, sustain and grow their businesses," said Weilin Long, the city's administrator of Minority Business Development.

The following is the remaining workshop session being held:

- Establishing Basics and Planning Methods
Saturday, Nov.15, 10AM - 12PM Central Library.
This workshop will be presented by a Spanish-speaking trainer.

For more information and registration: Call (317) 917-3266 ext. 100
or information@businessownership.org

Purdue University to host 4th Annual Relationships to Partnerships Sessions

Since 2005, Purdue University has invited hundreds of MWBEs to the West Lafayette campus to meet with buyers, prime contractors and end-users of a wide range of goods and services.

On November 20, 2008, Purdue University, in collaboration with the Supplier Diversity Development Coalition of Greater Lafayette, and in an effort to increase the opportunities available to MWBEs, will again host the 4th Annual Relationships to Partnerships Sessions.

This will be an opportunity for MWBEs to meet with buyers from the Supplier Diversity Development Coalition of Greater Lafayette and representatives from companies such as Freitag-Weinhardt, Tate & Lyle, Caterpillar, Ivy Tech Community College, Eli Lilly, and Purdue University just to name a few.

This event will include workshop sessions and a luncheon featuring keynote speaker Reggie Williams, who has appeared on national PBS television and in many trade journals where his column on business diversity has been featured. He is also the author of *2nd Tier Minority Purchasing: Effective Strategies in Supplier Diversity*.™

For more information or to register for this conference, contact Ed Keller at (765) 494-9482 or ebkeller@purdue.edu.

Minority Business Enterprise Center (MBEC) Presents: Access to Capital

The Indiana Minority Supplier Development Council (IMSDC) and the Indiana Minority Business Enterprise Center (MBEC) invite you to attend "Access To Capital," a workshop featuring local lenders presenting a panel discussion on current lending practices, requirements, and trends of local financial institutions. The workshop series is a collaborative effort between the IMSDC, MBEC, the Southwestern Indiana Small Business Development Center, and the Growth Alliance of Greater Evansville.

Panelists will describe in detail the qualifications and criteria for accessing capital from their institutions and the process of loan approval and the variety of financial products available to meet the needs of today's emerging small businesses. The event will also address the importance of FICO scores and the role they play in the lending process. In addition to the financial best practices, there will also be a presentation on lease financing and the way its flexibility can meet cash flow needs.

Please join us for an exciting workshop featuring representatives from Old National Bank, Fifth Third Bank, Putman Industries, Inc., and the Southwestern Indiana Small Business Development Center.

When:	Wednesday, November 19, 2008
Location:	Innovation Pointe, 318 Main Street, Evansville, IN 47708
Time:	5:00 PM (local time)

To register contact Stacy Little at slittle@imsdc.org or 812. 401.9525 no later than Tuesday, November 18, 2008.

Calendar of Events

November 2008

- 15 **Establishing Basics and Planning Methods (*Presented in Spanish*)**
 Presented by: The City of Indianapolis & BOI
 Central Library (*Indianapolis*)
 Time: 10AM - 12PM
- 18 **HUsB Coordinators Presents: Tools for Progress III**
A Training & Outreach Event
 Rolls Royce Training Center, 2605 W. Raymond St., Indianapolis, IN
 Time: 8AM
 Registration is required for this event. For more information contact
lynda.parrett@sba.gov.
- Certification Workshop**
 Presented in conjunction with the Indiana Small Business Development Council
 French Lick Resort, 8670 W. State Rd. 56, French Lick, IN
 Time: 2 - 4PM
 Registration is not required
- 19 **Certification and MBEC Information Session**
 Presented in conjunction with the Southwest Indiana Chambers of Commerce
 Jasper Train Depot, 2nd & Jackson St., Jasper, IN
 Time: 9:30 - 11:30AM
- MBEC Presents: Access to Capital**
 Presented in conjunction with the IMSDC, Southwestern IN Small Business Development Center, and the Growth Alliance of Greater Evansville.
 Innovation Pointe, 318 Main Street, Evansville, IN
 Time: 5:00 PM
 To register email: slittle@imsdc.org or call 812.401.9525 by 11/18/08
- 20 **4th Annual Relationships to Partnerships**
 Purdue University (Stewart Center), West Lafayette, IN
 Time: 8:30 - 4:30PM
 Online registration: www.conf.purdue.edu/SupplierDiversity

December 2008

- 8 **CANCELLED**
 Minority & Women's Business Enterprises Division Commission Meeting
 Indiana Government Center South Conference Center

302 W. Washington Street, Indianapolis, IN, Conference Room A
Time: 1PM - 3PM

January 2009

12

Commission Meeting (New Date)

Minority & Women's Business Enterprises Division
Indiana Government Center South Conference Center
302 W. Washington Street, Indianapolis, IN, Conference Room A
Time: 1PM - 3PM

Interesting Facts You Should Know

Of the 23 million non-farm businesses in the U.S. in 2002 (the last year for which data is available), women owned 6.5 million businesses. These firms generated \$940.8 billion in revenues, employed 7.1 million workers, and had \$173.7 billion in payroll. In addition, another 2.7 million firms were owned equally by both women and men; these firms added another \$731.4 billion in revenues and employed another 5.7 million workers.

In 2002, minorities owned 4.1 million firms that generated \$694 billion in revenues and employed 4.8 million people. Hispanic Americans owned 6.6 percent of all U.S. businesses; African Americans, 5 percent; Asian Americans, 4.6 percent; American Indians or Alaska Natives, 0.8 percent; and Native Hawaiian or other Pacific Islanders, 0.1 percent.

Source: U.S. Dept. of Commerce, Bureau of the Census, Survey of Business Owners; Office of Advocacy: *Women in Business* (www.sba.gov/advo/research/rs280.pdf) and *Minorities in Business* (www.sba.gov/advo/research/rs298.pdf); Advocacy-funded research by Robert Fairlie, 2004 (www.sba.gov/advo/research/rs243.pdf) and Waldman Associates, 2004 (www.sba.gov/advo/research/rs242.pdf).

ACE Form Required to Maintain Your Company's Certification

Otherwise known as an Affidavit of Continued Eligibility (ACE), this form is required to maintain your certification.

Why do I need to submit an ACE form?

Although your certification is valid for a three-year period, you are required to submit this annual form with any changes affecting the following:

- Change in location or contact information (address, phone number, e-mail address, etc)
- Change in service provided (amendment to certification)

- Change in ownership
- Change in control

Changes in control and ownership must be submitted within thirty (30) days of the effective date.

Changes in contact information must be reported as soon as possible to the MWBE office. We do not want you to miss out on any opportunities!

Do I need to submit an ACE form if there are no changes?

Yes, we still need to hear from you, three years is a long time. In addition, Indiana Administrative Code 25 IAC 5-3-8 (3)(c) states that a certified MBE or WBE enterprise must provide, every year on the anniversary date of its certification, a notarized affidavit stating that there have been no changes to enterprise's qualifying member, ownership or material change.

What is the schedule for submission of an ACE form?

*****SAMPLE Schedule*****

Certified: December 1, 2008

1 st Anniversary of Certification	Submit ACE form	December 1, 2009
2 nd Anniversary of Certification	Submit ACE form	December 1, 2010
3 rd year / apply for Certification	Up to 60 days prior to expiration	December 31, 2011

Link to ACE form: http://www.in.gov/idoa/files/ACE_Form.pdf

Contact information: Minority & Women's Business Enterprises
Indiana Government Center South
402 W. Washington Street, RM 469
Indianapolis, IN 46204
Phone: 317.232.3061

Submitted by: Stacy Shew, Deputy Director, Certification and Operations

Congratulations on Your Certification!

The following is a listing of newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises.
As of October 31, 2008

A2O Boating and Marine Supply Inc

Clarksville

IN

WBE

AAC Environmental Consulting, LLC	Indianapolis	IN	WBE
ACR Computer Resources, Inc.	New Albany	IN	WBE
Aesculapius Medical Spa & Wellness Insti	Carmel	IN	MBE / WBE
Ail Lee Smith Jr. Trucking Co. LLC.	Indianapolis	IN	MBE
Best Price Office Furniture	Lawrenceburg	IN	MBE / WBE
Binford Group of Indiana, Inc.	Noblesville	IN	WBE
Bridge the Gap Consulting Services, Inc	Indianapolis	IN	MBE / WBE
Brooks Hayden Electrical Company	Indianapolis	IN	MBE / WBE
Business Health Solutions, PC	Lebanon	IN	WBE
Circle City Rebar, LLC	Indianapolis	IN	MBE
CNZ Inc.	Columbus	IN	MBE
Compliance Products & Services, LLC	Lebanon	IN	WBE
Corbitt & Sons Construction	Indianapolis	IN	MBE
CPS Acquisitions, LLC	Carmel	IN	WBE
Crane Environmental Services, LLC	Evansville	IN	WBE
Dant Advocacy, Inc.	Indianapolis	IN	WBE
Exams Unlimited, Inc.	Brownsburg	IN	WBE
Fortified Development Group LLC	Plainfield	IN	MBE
Glass Depot, Inc.	Gary	IN	MBE
Global Parking System of Indiana	Indianapolis	IN	MBE
GLS, Inc.	Indianapolis	IN	MBE
Gold Crown Construction LLC	Indianapolis	IN	MBE
Hernandez Mechanical	Hebron	IN	MBE
Highway Safety Service, Inc.	Lafayette	IN	MBE
Image Builders	Greenville	IN	WBE
Indiana Minority Health Coalition	Indianapolis	IN	WBE
Indianapolis Woodworking, Inc.	Fishers	IN	WBE
Information Systems for Integrated Devel	Indianapolis	IN	MBE
Jacobi, Toombs and Lanz, Inc.	Clarksville	IN	MBE
KC Medical, Logistics & Delivery llc	Brownsburg	IN	WBE
LaRue Distributors of Uniforms	Marion	IN	MBE
Level Six Communications, Inc	Indianapolis	IN	WBE
Libanga Computer Systems, LLC	Indianapolis	IN	MBE
National Cabinet Factory Outlet, LLC	Greenwood	IN	WBE
Nicholson Printing, Inc.	Jeffersonville	IN	WBE
Ponce Publicidad	Indianapolis	IN	MBE
Premier Lights	Guilford	IN	WBE
Premier Marketing Services	Evansville	IN	WBE
Professional Data Dimension	Indianapolis	IN	MBE
S&B Tree Service	Indianapolis	IN	MBE
Shepherd Jones & Reddy, LLC	Indianapolis	IN	MBE / WBE
Show You Right Enterprise, LLC	Indianapolis	IN	MBE / WBE
Staffing Resources, Inc.	Kokomo	IN	WBE

Strategic Auditing Solutions, LLC	Indianapolis	IN	MBE
TiCam Enterprises, LLC	Kokomo	IN	MBE / WBE
Trans 1 Graphix Corp	McCordsville	IN	MBE
Weintraut & Associates Historians, Inc	Zionsville	IN	WBE
Writing to Win, Inc.	Fishers	IN	WBE
Your Image Works, Inc.	Indianapolis	IN	WBE

For more information on these companies please see the certification listing located on the
[Minority & Women's Business Enterprises Website](#)

This email was sent to: **tdaniel@idoa.in.gov**

This email was sent by: IN.gov / Indiana Department of Administration IDOA
 Needed Needed, IN Needed USA



We respect your right to privacy - [view our policy](#)

[Manage Subscriptions](#) | [Update Profile](#) | [One-Click Unsubscribe](#)